



## ***New River Valley Commerce Park Participation Committee***

6580 Valley Center Drive, Suite 124

Radford, VA 24141

Phone (540) 639-1524 FAX (540) 831-6093

### **Bland County**

Lace M. (Nick) Asbury, IV

### **Craig County**

Jay Polen

### **Giles County**

Chris McKlarney

### **Montgomery County**

Craig Meadows

### **Pulaski County**

Peter M. Huber

### **Roanoke County**

Doug Chittum

### **City of Radford**

Tim Cox

### **City of Roanoke**

Brian Townsend

### **Town of Dublin**

Doug Irvin

### **Town of Pearisburg**

Kenneth F. Vittum

### **Town of Pulaski**

Morgan Welker

### **Executive Committee:**

Basil Edwards, Chair

City of Radford

Chris McKlarney, Vice-Chair

Giles County

Shawn Utt,

Secretary-Treasurer

Pulaski County

Jay Polen

Craig County

Brian Hamilton

Montgomery County

**DATE:** August 3, 2011  
**TO:** NRV Commerce Park Participation Committee  
**FROM:** Joe Morgan  
**SUBJECT:** Wednesday, August 10, 2011 Noon Tank Bolting Meeting at Commerce Park & Administrative Staff Report

The only required action currently anticipated for the scheduled August 10 meeting is approval of easements for broadband fiber. So to avoid a delay in the tank bolting ceremony and lunch afterward, it is recommended the meeting be continued to the next regular scheduled meeting, to be held Wednesday, November 9, 2011 at the Competitiveness Center. It may be appropriate to briefly call the meeting to order, accept the staff report, approve the easements, as well as similar action for the special VA1st Board meeting for Commerce Park action confirmation. A 4 page briefing to be used at the Tank Bolting Ceremony is attached. The staff report is:

- 1) April 13, 2011 meeting minutes (attached pages 3-10)
- 2) Administrative Staff Report
  - a. **Quarterly Program of Work Update** (attached pages 11-14) The current status of the program of work adopted for 2009-2011 is attached, showing those items still needing emphasis highlighted. It also shows many of the work items that are ongoing. I plan to present a new program of work for 2011-2012 and beyond in conjunction with the current overall Commerce Park strategic planning.
  - b. **Water & Sewer Expansion Update:** Regional Planner Christy Straight and other members of the construction management team will be available during the tank bolting ceremony and can provide an update on the specifics of the construction schedule. Overall construction is on schedule for completion in 2012.
  - c. **Rural Development Perspective on Lot Release Requirements** – I've requested a meeting with state level Rural Development (RD) officials in Richmond on August 8 or September 13 in hopes of obtaining a workable lot release procedure. Hopefully that meeting will identify a path to pursue relief from the current restrictive lot release requirements, without the cost of extensive engagement of bond counsel support.
  - d. **Strategic Planning** – I appreciate all the community leaders that met with consultants from Leak & Goforth in early July. We expect the draft of the strategic planning report by the end of October in time for a presentation at the November 9 Commerce Park Participation Committee meeting.
  - e. **Review of Real Estate Broker & Transaction Manager Proposals** - Proposals for real estate services were received in March from three offerors: Poe & Cronk, Thalhimer, and Waldvogel, all of Roanoke. Selection of a broker has been delayed pending outcome of the strategic planning.

**f. Member Withdrawal or Passive Status Terms** – I have suggested members wishing to withdraw be permitted if they pay off their share of the current indebtedness for the Commerce Park. I have also suggested that withdrawing members retain their equity in the Commerce Park, in return for the advance payment of indebtedness increasing the available cash for current operations. At the April Commerce Park Participation Committee meeting, options were discussed for withdrawing members to have their equity reduced by the accumulated operating cost of the Commerce Park over time.

Currently members pay \$2.75 per year per share for the Commerce Park. Debt service takes \$2.38 per share (86%), leaving \$0.37 per share for operation (14%). The future value of the current annual payment and the outstanding debt per share, based on 5% annual increase for 30 years, is \$183 and \$158, respectively. The debt per share as of the end of FY 2010 was \$35.06 per share. Options discussed for reduction in equity for withdrawing members, include: 86% of active members value per share; reduction to 50% over 30 years (1.67% reduction per year); or reduction by 14% per year to deplete equity value in seven years. Attached page 15 are calculations of the debt service total and annual payments for each of the eleven members. Also attached page 16 are buy-out cost and reduced equity calculation for each member under the three reduced equity options.

Any full membership withdrawal will require consent of the lenders. If lender consent is not forthcoming, an alternate could be passive status that would excuse passive members from meeting participation and holding the payout of \$35.06 per share in reserve to be used in the interim, but replaced by the remaining members as needed to meet debt service obligations.

- g. Double Wide Mobile Home Water Quality and Improvements:** Surface water monitoring for the three springs on the Commerce Park site resulted in a high test result for e-coli bacteria in the spring serving the mobile homes. We suspect the finding, which came from a March testing, may have resulted from cattle in a small fenced area near the spring and pond below the spring. Usually the cattle have access directly to the pond, away from the stream. We have advised the tenants to take precautions with their drinking and cooking water. The farm renters have also been requested to refrain from keeping cattle in the area, particularly in concentrations in winter. I have allowed the double wide tenant to deduct the cost of bottled water from her rent payment. We are also looking at extending Town of Dublin water to the mobile homes, as well as adding disinfectant equipment to the spring water source. The double wide tenant is also making some painting and front porch step improvements. I have agreed to pay for the materials for those improvements. I am also considering allowing her to remove carpet in the bathrooms and replace with vinyl flooring, as well as replace vinyl flooring in the kitchen. The flooring improvements would wait until the cost of resolving the water quality issues is known.
- h. Fence Upgrade on Boundary with Tom Compton** – We are working with adjacent property owner Tom Compton to share cost of fence replacement between pastures used for cattle. The fence location is likely to remain a permanent structure on the Commerce Park perimeter. Estimated Commerce Park cost for the replacement of about 1,000 feet of fence is \$1,500.
- i. Building Collaborative Communities Grant Application** – Attached pages 17-32 are relevant excerpts from the application filed July 27 with the Virginia Department of Housing and Community Development.
- j. NRV Economic Development Alliance Marketing Update** – Marketing efforts continue in a systematic manner, but no interest has developed beyond routine preliminary inquiries.
- k. Easements for Broadband Fiber Installation** – I intend to approve the easements for later ratification by both the Commerce Park Participation Committee and VA1st Board to allow the NRV Wireless Authority initiative infrastructure to be located in the water and sewer main easements across Commerce Park property.
- l. Next scheduled Commerce Park Meeting:** Wed., November 9, 2011 at noon, at the Competitiveness Center, 6580 Valley Center Road, Radford, followed by a VA1st meeting to act on Commerce Park requests; and **Next VA1st Annual Meeting:** Wed., August 18, 2012

**Virginia's FIRST REGIONAL INDUSTRIAL FACILITY AUTHORITY**  
**New River Valley Commerce Park Participation Committee**  
**Meeting Minutes – April 13, 2010**

**1. Roll Call and Approval of Agenda**

We will rely on each member government to designate its representative(s) for determining the quorum of six of the eleven members. Votes will be recorded by member shares.

A meeting of the New River Valley Commerce Park Participation Committee was held on Wednesday, April 13 at 12:00 pm at the River Course in Fairlawn. Mr. Edwards, chairman, called the New River Valley Commerce Park Participation Committee meeting to order. Roll call by member jurisdiction was taken and a quorum determined with the following nine of the eleven member governments represented: Bland, Craig, Montgomery, Pulaski, and Roanoke counties, City of Radford, and Dublin, Pearisburg and Pulaski towns. Giles County and the City of Roanoke were not represented.

**2. Public Comment**

No opportunity for comment has been requested to date.

**3. Approval of the November 10, 2010 meeting minutes**

Motion: Mr. Asbury moved the committee approve the minutes. Mr. Meadows seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**4. Administrative Staff Report**

**a. Commerce Park Update Slide Presentation**

A slide presentation prepared for the March quarterly meeting of the NRV Economic Development Alliance, was presented for information. Mr. Morgan reviewed the key next steps regarding the Commerce Park: strategic planning for the next decade; electric transmission extension; rail access feasibility; real estate broker procurement; and long term administration.

Mr. Morgan also touched on the development history of the New River Industrial Park/River Pointe/Heron's Landing. Mr. Huber stated the County is seeing a return on a \$1.2 million investment of \$600,000 in annual tax revenue. Mr. Morgan also reviewed the committee's annual investment in the NRV Commerce Park. The slide presentation will be made available on the Virginia's First website.

**b. Quarterly Program of Work Update**

Mr. Morgan submitted the Program of Work progress report which is included in the minutes of this meeting.

**c. Water & Sewer Expansion Update from Regional Planner Christy Straight**

Ms. Straight reported construction is underway and progressing on schedule. To date, the project is 20% complete with six of the nine contracts in construction.

**d. Former Tenant Ronnie Lester Warrant in Debt Hearing, April 13**

Ms. Straight attended the court session with counsel on April 13 and reported the outcome. Ronnie Lester did appear in court and judge awarded judgment in amount of back rent, penalty fees, and electric bills owing. Mr. Lester will be contacting Mr. Morgan to arrange a payment plan.

**5. Other Old Business**

**a. Update on Surplus Property Disposition:**

**i. Additional Combined Hunting & Residential Lessee**

Commonwealth Birding has shown an interest in future uses of both the buffer zone conservation acreage and the Mebane house. It may be possible to include this guided hunting service as a sub-lease of the agricultural leases of Guthrie Farms and Dalton Farms. Also, the Mebane house might be made available to Commonwealth Birding, in return for improvements needed to convert the Mebane house to a rustic lodge, with a first right of refusal pending sale to a long term owner, by either sales contract or auction. Aric Bopp hosted a visit with Demas Boudreaux who lives in Boones Mill. They also have operation in Amelia County similar in approach to what they are considering in Pulaski County. For more information on Commonwealth Birding see [www.commonwealthbirding.com](http://www.commonwealthbirding.com).

**ii. Rural Development Perspective on Lot Release Requirements and Positive Appraised Value to Loan Principal Ratio**

Mr. Morgan met with Rural Development (RD) Wytheville staff member Kathy Alley on February 23. The RD Letters of Conditions for the 2002 and 2005 bond issues required a positive market value to loan principal ration (above water) at closing. Kathy Alley has told him that RD understands that positive ratio (above water) requirement is ongoing. Since green-field industrial property has little market value without an industrial tenant and is often offered at low or no cost as an incentive to prospects, the “above water” requirement interpretation does not seem logical.

The following language from the October 24, 2001, RD Bond Issue Resolution seems to favor a less restrictive lot release approach: *“Neither the Project nor any integral part thereof shall be sold except in accordance with the Deed of Trust; provided, however, that the Authority may grant easements, rights of way, licenses or permits across, over or under parts of the Project for streets, roads and any utilities whatsoever as will not adversely affect the use of the Project, and may lease all or any portion of the Project on such terms as the Authority in its discretion may decide.”* The Deed of Trust language seems to allow sale if an acceptable fair market value appraisal is obtained, the lots are released within a year of the appraisal, and the appraisal value is applied to the outstanding principal.

Mr. Morgan also met with Webster Day and Sands Anderson, past bond issue counsel, and their opinion is the committee has the right to lease or sell any property (with appraisal price applied to principal). RD’s position states there is loan principal ratio on proceeds and that they have a say-

so on any lease executed. Mr. Morgan suggests the committees needs to take the case to the state RD office through an actual transaction -- the church sale would be an example issue to work out any issues before a major tenant is negotiated.

The next step appears to be to confer with RD officials at the Richmond and national level to obtain a workable lot release procedure.

Motion: Mr. Meadows moved the committee authorize staff to pursue, with counsel, relief from the current restrictive lot release requirements of RD to resolve lot release issue. Mr. Asbury seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**b. Additional Shares for Water & Sewer Expansion Reserve**

The spreadsheets included in the minutes of this meeting shows the allocation of 6,409 additional Commerce Park shares, as well as the distribution or reserve status of the Virginia's First members excess dues approved on January 12, 2011. Confirmation of the additional shares allocation is requested.

Motion: Mr. Irvin moved the committee confirm additional shares allocation. Mr. Cox seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**c. Review of Strategic Planning Proposals**

An informal review committee meeting was held on Tuesday, April 12 to make recommendations for a short list. The group reviewed and prepared a recommendation for the committee: a subcommittee consisting of, but not limited to, Mr. Chittum, Mr. Utt, Mr. Hamilton, Mr. Bopp, Mr. Edwards, and Mr. Morgan prepare a ranking and determine a shortlist. They anticipate awarding a contract for strategic planning in July with report completion in November. Funding will come from the current budget of \$30,000 and potentially some unspent funds. It's recommended authorizing engagement in this fiscal year and payment in the next. Mr. Welker expressed some concern with proceeding – what if the committee completes the plan and then a strong prospect comes up that doesn't fit? Mr. Edwards stated his view that there is value in doing the plan while funds are available as it will gives guideline to follow versus scatter-shot marketing. The plan will confirm park's position against competition, for next decade (or if the project needs to proceed) to address marketing and posture of the site. Mr. Morgan and Edwards each stated in turn that plan does not preclude any industry tenant, but provides a view of park's position in market.

Proposals received from four offerors have been sent to those who indicated a willingness to serve on a review committee. The offerors are Moran, Stahl & Boyer (Lakewood Ranch, Florida); Leak / Goforth, LLC (Raleigh, NC); Sanford / Holshouser (Raleigh, NC); and Urbanomics (Ponte Vedra Beach, Florida).

Mr. Morgan requested a committee be appointed to interview the top proposers and be authorized to negotiate terms of engagement with the top ranked proposer.

Motion: Mr. Irvin moved the committee to proceed with strategic planning and real estate procurement. Mr. Vittum seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**d. Review of Real Estate Broker & Transaction Manager Proposals**

Proposals for real estate services were also received from three offerors and sent to the informal review committee. The offerors are Poe & Cronk, Thalhimer, and Waldvogel, all of Roanoke. Full copies of the proposals were made available online for committee members. These proposals were also scheduled for review at the times mentioned above. The real estate procurement may be dependent on the outcome of strategic planning.

**e. Member Withdrawal or Passive Status Terms**

Mr. Morgan suggested members wishing to withdraw be permitted if they pay off their share of the current indebtedness for the Commerce Park. He has also suggested that withdrawing members retain their equity in the Commerce Park, in return for the advance payment of indebtedness increasing the available cash for current operations. At the January VA1st meeting, it was suggested withdrawing members have their equity reduced by the accumulated operating cost of the Commerce Park over time.

Currently members pay \$2.75 per year per share for the Commerce Park. Debt service takes \$2.38 per share (86%), leaving \$0.37 per share for operation (14%). The future value of the current annual payment and the outstanding debt per share, based on 5% annual increase for 30 years, is \$183 and \$158, respectively. The debt per share at the end of FY 2010 was \$35.06 per share. Options for reduction in equity for withdrawing members, include: 86% of active members value per share; reduction to 50% over 30 years (1.67% reduction per year); or reduction by 14% per year to deplete equity value in seven years.

Any full membership withdrawal will require consent of the lenders. If lender consent is not forthcoming, an alternate could be passive status that would excuse passive members from meeting participation and holding the payout of \$35.06 per share in reserve to be used in the interim, but replaced by the remaining members as needed to meet debt service obligations.

Should the Commerce Park Participation Committee, as a whole, wish to set some withdrawal parameters, it may be helpful to those members, such as Craig and Roanoke counties, that have expressed interest in withdrawal. Members interested in withdrawal would bring their proposal forward to the board.

Mr. Flora asked to see the financial models describing the debt scenarios above for Craig's consideration in developing a proposal to withdraw. Mr. Edwards asked if this will be under consideration at the August meeting and Mr. Morgan suggested this would be a continuing item for discussion.

**6. New Business**

**a. NRV Economic Development Alliance Marketing Report**

Mr. Bopp did not attend. A prospect, a distribution facility, visited last week with the assistance of Ralph Williams (Thalhimer). One prospect visited both Commerce Park and Shae Dawn Park.

**b. Commerce Park Administration**

**i. Memorandum of Understanding with Planning District**

NRV Planning District Executive Director Kevin Byrd and Mr. Morgan reviewed the basic time and expense incurred by the PDC over the last two fiscal years in service to the Commerce Park. That analysis shows an average of \$6,500 per year for service to VA1st and \$15,000 for service to the Commerce Park. The Commerce Park service is about half of that budgeted.

Based on that review, Mr. Morgan and Mr. Byrd have submitted a memorandum of understanding for PDC services in the upcoming fiscal year for the committee to consider (included in the minutes of this meeting). The MOU provides for PDC support activities for most activities (but does not include all costs -- i.e., if prospect visits). The proposed fee is \$25,000 – \$18,000 for Commerce Park services and \$7,000 for Virginia’s First services.

Motion: Mr. Cox moved the committee accept the MOU with the PDC. Mr. Asbury seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**ii. Reduced Basic Executive Director Services**

Mr. Morgan’s engagement as a consulting executive director ends in July 2011, as noted in the engagement agreement included in the minutes of this meeting. Mr. Morgan is available for continued service, but at a reduced level. He currently serves a minimum of 40 hours per month, but averages over 50 hours, with the excess time being at his expense. Compensation has not exceeded \$2,000 per month or \$24,000 per year. Commerce Park duties average 32.5 hours monthly, about two-thirds of total service to VA1st & the Commerce Park. If his continued consulting with the Commerce Park is desired, he suggests a minimum of 30 hours monthly, not to exceed \$1,500 per month or \$18,000 annually, with 20 hours monthly (240 hours annually at \$12,000) budgeted by the Commerce Park and 10 hours monthly (120 hours annually at \$6,000) budgeted by VA1st.

Motion: Mr. Meadows moved the committee confirm the proposal for reduced basic executive director services. Mr. Cox seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**c. FY 12 Budget Proposal and Adoption**

Adoption of the proposed budget for FY 2012 (included in the minutes of this meeting) is recommended so it can be included with the VA1st budget due for adoption on July 13. Costs for water monitoring removed for next year, reduced insurance, reduced administrative costs.

Mr. Meadows asked why office space was removed from the budget. Mr. Morgan indicated this cost would now be part of the PDC’s lump sum fee in the MOU.

Motion: Mr. Irvin moved the committee adopt the FY2012 budget. Mr. Welker seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**d. Comprehensive Economic Development Strategy Projects**

The PDC is now working on the updated CEDS and submitting to EDA in May. They accept new projects once a year. A letter describing two projects for US Department of Commerce Economic Development Administration (EDA) grant funding as part of the New River Valley Comprehensive Economic Development Strategy (CEDS) is included in the minutes of this meeting. One project would seek funding for electric transmission line extension to the Commerce Park. The second project would seek matching funding for New River Resource Authority landfill methane gas to energy conversion to be located at the Commerce Park.

Motion: Mr. Welker moved the committee submit the two projects for the regional CEDS plan. Mr. Huber seconded the motion.

Action: The motion passed unanimously, with 79.55% in the affirmative, 0.0% opposed, 0.0% abstaining and 20.45% absent (Giles County, City of Roanoke).

**e. Insurance Renewal Acceptance**

The renewal by VACORP for an annual premium of \$1,633 is slightly less than the current year. The premium has been split with \$500 charged to VA1st and \$1,133 charged to the Commerce Park. The renewal information is included in the minutes of this meeting.

Motion: Mr. Meadows moved the committee accept the insurance renewal. Mr. Asbury seconded the motion.

Action: The motion passed unanimously, with 77.77% in the affirmative, 0.0% opposed, 6.80% abstaining (Roanoke County) and 15.43% absent (Giles County, City of Roanoke). Mr. Flora abstained because he sits on the VACO RFP board.

**f. Commerce Park Water Tank Bolting Ceremony – July 11 – August 5**

The Pulaski County Public Service Authority has suggested the recognition of the water and sewer expansion for the Commerce Park focus on the new 1 million gallon water storage tank. The tank erection is planned for July 11 to August 5.

Suggestions on the best date for the ceremony are requested. A ceremony before or after the Wednesday, July 13 VA1st annual meeting, scheduled for 4:30 PM might be most convenient.

Mr. McCollum indicated the contractor has scheduled to begin constructing the tank on July 11 and finishing construction August 5. Mr. Morgan asked if contractor will be on time which Mr. McCollum said is likely but not certain. Mr. Morgan asked the committee if combining the committee meeting with the bolt ceremony would be the better option. Consensus was combining the meeting and ceremony would be best, holding the committee meeting at the airport. Mr. Morgan asked the engineers to ask the contractor if a bolting ceremony on August 10 will work for their construction schedule.

**7. Closed Session**

No closed session was held.



**8. Other Business**

No other business was brought before the committee.

**9. Adjournment**

With no further business to discuss the meeting was adjourned at 1:20 pm. The next meeting will be scheduled and announced after consultation with contractor on most likely date for tank bolting, likely August 3 or 10 in conjunction with a ground breaking ceremony for the water and sewer expansion construction.

The next VA1st semi-annual meeting will be Wednesday, July 13, 2011 at 4:30 PM.

Respectfully Submitted,

Approved by,

Joseph N. Morgan, Executive Director

Shawn Utt, Secretary / Treasurer

**New River Valley Commerce Park  
Participation Committee  
Attendance**

April 13, 2011  
New River Valley Competitiveness Center  
Radford, VA

<b>Jurisdiction</b>	<b>Member</b>	<b>Alternate</b>
Bland County	(x) Nick Asbury	() Eric Workman
Craig County	(x ) Jay Polen	
Giles County	( ) Chris McKlarney	() Richard McCoy
Montgomery	( x) Craig Meadows	( ) Brian Hamilton
Pulaski County	(x ) Peter Huber	() Shawn Utt
Roanoke County	( ) Douglas Chittum	(x) Richard Flora
City of Radford	(x) Tim Cox	( x) Basil Edwards
City of Roanoke	( ) Brian Townsend	() Bill Bestpitch
Town of Dublin	( x) Doug Irvin	() Bill Parker
Town of Pearisburg	(x ) Ken Vittum	() Brad Jones
Town of Pulaski	(x ) Morgan Welker	() John Hawley

Member is designated by locality representatives. Alternate is the other appointed member.

**Others Present:**

Rick DiSalvo, Gary McCollum, Janet Flory

**Staff Present:** Joe Morgan, Kevin Byrd, Christy Straight

# Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
7/6/11

<u>TASK</u>	<u>CURRENT STATUS</u> <i>Completed Items Shown in Italics</i>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>
<b>PARTICIPATION COMMITTEES</b>			
<b>Commerce Park</b>			
<b>GOVERNANCE</b>			
Officers	<i>Officers selected through June 30, 2012</i>	<i>2010-12 Officers</i> <i>Basil Edwards, Chair;</i> <i>Chris McKlarney, Vice Chair; and Shawn Utt, Sec. / Treas.</i>	<i>Completed</i> Straight / Morgan
Executive Committee	<i>Executive Committee on permanent basis established to include officers and 2 at large members</i>	<i>2010 - 2012 Executive Committee Officers plus Jay Polen from Craig and Brian Hamilton from Montgomery</i>	<i>Mar-10</i> Morgan
Executive Director	<i>VA 1st Executive Director to also serve participation committees</i>	<i>Joe Morgan designated as Executive Director</i>	<i>Engaged through Annual Meeting for FY 2014-15 in summer of 2014</i> Morgan
<b>MEMBERSHIP</b>	<i>Welcome other member localities to join</i>	<i>Contacts authorized with other local governments</i>	<i>Ongoing</i> Morgan
<b>STRATEGIC PLANNING</b>			
2007 Business Plan Review & Adoption	<i>Review and adopt with updates as appropriate</i>	<i>Adopted with Executive Committee authorized to propose incentives and all member governments to confirm</i>	<i>Adopted May 2009 &amp; in Amendment # 2</i> Morgan
Site Development Strategic Planning	<i>Include overall site needs as part of VA 1st mission regional planning to serve all 15 member governments and Commerce Park specific enhancements within Commerce Park planning</i>	<i>Leak &amp; Goforth, LLC engaged to present draft plan by November 2011, with possible review by other consultants and coordination with Building Collaborative Communities assistance from VA DHCD</i>	<i>Nov-11</i> Morgan
Assessment of Rail Access Practicality	<i>Study alternative of rail transfer options, including cooperation with RAAP Dublin site. High cost of rail access lowers credibility of marketing efforts if represented as a rail accessible site</i>	<i>Rail ROW acquisition being studied - Use of RAAP New River Works (Dublin) Site for rail trans-load dependent on securing major customer - NS agreed to update rail access feasibility and layout</i>	<i>2011</i> Morgan
Review of Member Return on Investment	<i>Expand pay back analysis to include broader regional economic impact. 1990's based expectation of high return from machinery &amp; tool taxes may be unrealistic in 2000's</i>	<i>Business Plan anticipates delayed return on investment in coordination with location incentives</i>	<i>2009-10</i> Morgan
Inventory of large acreage sites in Virginia and the southeast	<i>Develop data base for use in workforce and site strategic planning</i>	<i>Completed for Virginia - Southeast inventory incomplete and deferred to strategic planning study</i>	<i>2011</i> Morgan
Frequency	<i>Initial 2 year cycle of review and re-adoption</i>	<i>Coordinate with Site Development Strategic Planning &amp; consider 10 year interval</i>	<i>2012</i> Morgan

Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
7/6/11

<u>TASK</u>		<u>CURRENT STATUS</u>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>
		<i>Completed Items Shown in Italics</i>		
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park (Continued)</b>				
<u>FINANCE</u>				
Budgeting	<i>Assign to Executive Director</i>	<i>Completed</i>	2009	Morgan
Revenue Sharing	Pulaski County has offered to share real estate taxes	<i>Acceptance included in proposed Amendment #2 to Participation Agreement</i>	<i>April 2010</i>	Morgan
Debt Restructuring	Water and sewer infrastructure upgrade financing and interest rate changes warrant refinancing consideration	Consider moving to municipal moral obligation status and/or self financing versus property secured	2012	Morgan
Raising Capital	Seek new capital investment, from both public and private sources	Ongoing	2009-11	Morgan
Surplus Land Disposal	List Mebane Home area with Woltz & Associates as approved in concept in July 2008 - Consider auction sale when second six months listing expires	Re-listing with Woltz & Associates approved, with New Dublin Church buffer reservation, alternatives for more acreage and future auction - dependent on lender endorsement	2012	Morgan
Surplus Land Disposal	<i>Process 62 acre site for public hearing for either public or private sale, per Code of VA 15.2-1800, to insure public input and notice of availability. Site south east of Rhuebush Road (Rt 617) unlikely to be useful to Commerce Park mission other than rail and electric ROW</i>	<i>Hearing held 7-7-07 and Report submitted to CPPC on 8-12-09 - Findings to be considered in site strategic planning</i>	2010	Straight / Morgan
<u>INVESTORS</u>				
Public Sector	Develop plan for optional additional investment by current or new member localities	For review in 2011 after membership changes confirmed	2011-12	Morgan
Private Sector	Develop marketing plan for non-voting shares to finance further site development and infrastructure	For review in 2011 after membership changes confirmed	2011-12	Morgan

Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
7/6/11

<u>TASK</u>		<u>CURRENT STATUS</u>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>
		<i>Completed Items Shown in Italics</i>		
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park (Continued)</b>				
<u>MARKETING</u>				
Through Local Economic Developers	Expand networking to PDC's 3 and 5	Underway	Ongoing	Morgan
Through Regional Economic Development Entities	Expand networking to Roanoke Regional Partnership (PDC 5) and Virginia's aCorridor (PDC 3)	Underway	Ongoing	Morgan
Through VA Economic Development Partnership	Use VEDP data base to initiate strategic workforce and site strategic planning	Updated VEDP Research and Marketing Leaders twice in 2009 - More update due in 2011 as W&S construction starts and megasites / workforce research completed	Ongoing	Morgan
Through VA Economic Developers Association	Maintain frequent contact with VEDP leadership - Network through VEDA	Ongoing	Ongoing	Morgan
Through Existing Businesses	Develop schedule of calls on major regional employers on 2 year rotation to insure awareness of Commerce Park assets	Requested member governments to assist through existing industry support programs. Met with Pulaski Encouraging Progress on 10/7/10	Ongoing	Morgan
VEDP Right Now Sites	Follow up to determine if Commerce Park is feasible for listing as a Megasite, Heavy Industrial Site or Business Industrial Park Site	Updated VEDP Research and Marketing Leaders on 2/5/09 - Commerce Park confirmation as a mega-site needed	2011	Morgan
Multiple Site Offerings	Review multiple site layout for compatibility with infrastructure expansion plans and regional site inventory needs as part of strategic planning base information	<i>Lot size availability ranges from 2 to 500+ acres confirmed in Participation Agreement Amendment #2</i>	2010	Morgan
Presentation Mapping	Coordinate update with engineering consultants	Updates may be needed to reflect current planning	2011	Morgan
Review of recent prospect information presentations	Use past prospect presentations to develop base for workforce and site strategic planning	<i>Completed</i>	March - May 2009	Morgan
Targeted Industries Selection	Define targeted industries in coordination with strategic planning	Current recommendations include plastics, solar equipment production, major distribution centers, medical equipment, micro-electronics, public sector security and cyber-security equipment - Targets need updating with NRVED Alliance targets and with workforce compatibility plus site strategic planning	2011	Morgan

# Virginia First Regional Industrial Facility Authority - Program of Work 2009-2011

Adopted 4-08-09 and Updated  
7/6/11

<u>TASK</u>	<u>CURRENT STATUS</u> <i>Completed Items Shown in Italics</i>	<u>TIMING</u>	<u>STAFF ASSIGNED</u>	
<b>PARTICIPATION COMMITTEES</b>				
<b>Commerce Park (Continued)</b>				
<b>SITE MAINTENANCE</b>				
Agricultural / Residential Leases	Renew under current terms due to uncertainty on infrastructure extension, surplus property disposal, Project Neemo siting and multiple site layouts	2 residential and 3 farm leases in place subject to annual renewal options, with multi-year renewal & crop loss adjustments recommended - Some in-kind services made in lieu of rent - assignment of farm leases to Mebane House purchaser considered	2009-2011	Morgan
Mowing	Consider coordinating grounds maintenance with NRV Airport and / or local governments	<i>Memorandum of Understanding entered with NRV Airport in return for use of CPPC tractor/mower, plus supplemental help from renters</i>	ongoing	Morgan
Signage	Coordinate complimentary signage as park layout develops	New entranced signage installed in 2008 - hand trimming around signs need procuring	2011-12	Morgan
Beautification	Seek cooperation of neighboring properties on eyesore removal / screening, as well as coordination with NRV Airport and / or local governments	NRV Airport and Pulaski County are assisting - neighboring property owners to be contacted	2011-13	Morgan
Environmental Hazards Mitigation	Coordinate with water and sewer extensions	<i>Removed July 2009</i>	2009	Straight
Roadways	Coordinate extensions with all users	Maintenance by VDOT and through agricultural and residential leases	ongoing	Morgan
<b>SITE DEVELOPMENT</b>				
2009-11 Water & Sewer Capacity Expansion	Archeological and endangered species studies underway by NRV PDC	<i>Completed</i>	2009	Straight
2009-11 Water & Sewer Capacity Expansion	underway by Pulaski Co PSA	<i>Easement acquisition completed</i>	2009 - 10	Ratcliff
2009-11 Water & Sewer Capacity Expansion	Engineering design procurement	<i>Awarded by PCPSA to DAA and Anderson and Associates</i>	2009	Straight
2009-11 Water & Sewer Capacity Expansion	Virginia First / Pulaski County PSA grant agreement documentation	<i>Awarded in March 2009</i>	2009	Straight
2009-11 Water & Sewer Capacity Expansion	Pulaski County PSA / City of Radford water capacity agreement	<i>completed</i>	2010	Morgan
2009-11 Water & Sewer Capacity Expansion	Coordinate Rural Development / Economic Development Administration / Federal Stimulus / Private Financing	<i>Commerce Park to assume customer status pledge of 1/3 debt service as an availability charge</i>	Aug-09	Straight
<b>SITE DEVELOPMENT (continued)</b>				
Electric Service Upgrade / Substation Location	AEP completed transmission and service upgrade study in 2008 - Coordinate options for upgrade with City of Radford Electric Service and seek financing	option review underway - transmission line easement to be sought	2009-12	Morgan
Access Road(s) Extension	Coordinate funding options with VDOT and private investors	Routing and funding dependent on future tenant needs	ongoing	Morgan
Broadband Upgrade / Extensions	Coordinate service through Commerce Park	<i>New River Valley Network Wireless Authority awarded Federal stimulus funding - easements may need to be granted across Commerce Park</i>	2011	Morgan
Boundary Adjustment	Complete swap for site desired by Airport with runway access	<i>Swap site accepted by NRV Airport and approved by CPPC 8-12-2009 with survey and deed preparation completed for final transfer in 2011</i>	2009 - 11	Morgan
Protective Covenants	Coordinate updates with strategic planning. Existing covenants may not reflect future development plan	<i>Initiation of Development, Covenants and Communications Committee (DC&amp;CC) authorized 11-19-2009 &amp; first annual meeting held 7-13-10</i>	ongoing	Morgan

## Virginia's First Regional Industrial Facility Authority

### Commerce Park Participation Committee

### Allocation of Total Outstanding Debt and Annual Debt Service Per Share

<u>MEMBER</u>	<u>Total Shares</u>	<u>Commerce Park Annual Investment</u>	<u>Current Percent Owned</u>	<u>Original Shares Owned</u>	<u>Original Percent Owned</u>	<u>Share of</u>	
						<u>Debt (FY10) @\$35.06 per share</u>	<u>Share of Annual Debt Service @ \$2.38 per share</u>
Bland County	2,827	\$5,900.00	1.81%	2,146	1.43%	\$ 75,222	\$ 5,106
Craig County	2,125	\$5,844.00	1.36%	2,125	1.42%	\$ 74,503	\$ 5,058
Giles County	21,310	\$55,851.00	13.62%	20,310	13.54%	\$ 712,055	\$ 48,337
Montgomery County	20,310	\$55,851.00	12.98%	20,310	13.54%	\$ 712,055	\$ 48,337
Pulaski County	66,517	\$180,172.00	42.53%	65,517	43.68%	\$ 2,297,019	\$ 155,930
Roanoke County	10,638	\$29,255.00	6.80%	10,638	7.09%	\$ 372,979	\$ 25,319
City of Radford	9,139	\$23,258.00	5.84%	8,457	5.64%	\$ 296,518	\$ 20,129
City of Roanoke	10,682	\$27,500.00	6.83%	10,000	6.67%	\$ 350,600	\$ 23,800
Town of Dublin	2,079	\$2,968.00	1.33%	1,079	0.72%	\$ 37,837	\$ 2,568
Town of Pearisburg	2,827	\$5,900.00	1.81%	2,146	1.43%	\$ 75,222	\$ 5,106
Town of Pulaski	7,955	\$20,001.00	5.09%	7,273	4.85%	\$ 254,991	\$ 17,310
<b>TOTALS</b>	156,409	\$412,500.00	100.00%	150,000	100.00%	\$ 5,259,000	\$ 357,000

Currently members pay \$2.75 per year per share for the Commerce Park. Debt service takes \$2.38 per share (86%), leaving \$0.37 per share for operation (14%). The debt per share as of the end of FY 2010 was \$35.06 per share.

**Commerce Park Participation Committee**

**Buy Out Options**

MEMBER	Total Current Shares	Original Shares Owned	Buy Out @\$35.06 per share	86% of Full Equity of original shares Plus new shares from water and sewer expansion reserve			50% of Full Equity of original shares Plus new shares from water and sewer expansion reserve			Equity in shares after 14% depletion per year for 7 years Plus new shares from water and sewer expansion reserve		
				86% of Full Equity of original shares	Adjusted Shares	Adjusted Shares	50% of Full Equity of original shares after 30 years	Adjusted Shares	Adjusted Shares	Elimination of Equity after 7 Years	Adjusted Shares	Adjusted Shares
Bland County	2,827	2,146	\$ 75,222	1,845	682	2,527	1,073	682	1,755	-	682	682
Craig County	2,125	2,125	\$ 74,503	1,828	-	1,828	1,063	-	1,063	-	-	-
Giles County	21,310	20,310	\$ 712,055	17,466	1,000	18,466	10,155	1,000	11,155	-	1,000	1,000
Montgomery County	20,310	20,310	\$ 712,055	17,466	-	17,466	10,155	-	10,155	-	-	-
Pulaski County	66,517	65,517	\$ 2,297,019	56,344	1,000	57,344	32,758	1,000	33,758	-	1,000	1,000
Roanoke County	10,638	10,638	\$ 372,979	9,149	-	9,149	5,319	-	5,319	-	-	-
City of Radford	9,139	8,457	\$ 296,518	7,273	682	7,955	4,229	682	4,911	-	682	682
City of Roanoke	10,682	10,000	\$ 350,600	8,600	682	9,282	5,000	682	5,682	-	682	682
Town of Dublin	2,079	1,079	\$ 37,837	928	1,000	1,928	540	1,000	1,540	-	1,000	1,000
Town of Pearisburg	2,827	2,146	\$ 75,222	1,845	682	2,527	1,073	682	1,755	-	682	682
Town of Pulaski	7,955	7,273	\$ 254,991	6,255	682	6,937	3,637	682	4,318	-	682	682
<b>TOTALS</b>	156,409	150,000	\$ 5,259,000	129,000	6,409	135,409	75,000	6,409	81,409	-	6,409	6,409

Currently members pay \$2.75 per year per share for the Commerce Park. Debt service takes \$2.38 per share (86%), leaving \$0.37 per share for operation (14%). The future value of the current annual payment and the outstanding debt per share, based on 5% annual increase for 30 years, is \$183 and \$158, respectively. The debt per share as of the end of FY 2010 was \$35.06 per share. Options for reduction in equity for withdrawing members, include: 86% of active members value per share; reduction to 50% over 30 years (1.67% reduction per year); or reduction by 14% per year to deplete equity value in seven years.



# Building Collaborative Communities Program Cover Sheet

APPLICANT: Virginia’s First Regional Industrial Facility Authority  
(Also referred to as VA1st or VFRIFA)

CHIEF OFFICIAL: Joseph N. Morgan, Executive Director

ADDRESS: 6580 Valley Center Drive, Suite 124, Radford, VA 24141

PHONE: 540/315-2831

EMAIL: jnmorgan@pulaskicounty.org

PROJECT NAME: New River Valley Commerce Park Revitalization as  
Virginia Trade Port Base Campus

**PROJECT COST / LEVERAGING FUNDS:**

<b>Source</b>	<b>Amount</b>	<b>Percentage</b>
<i>Building Collaborative Communities Program</i>	\$50,000	45%
State		
Federal		
Local – VA1st \$45,000 cash, \$5,000 in-kind & Norfolk Southern \$10,000 in-kind	\$60,000	55%
<b>Total</b>	<b>\$110,000</b>	<b>100%</b>

**PREPARER:**

Provide the name, phone number, and email address of the person who actually prepared this application:

Joseph (Joe) N. Morgan, 540/315-2831, jnmorgan@pulaskicounty.org

**CERTIFICATION AND SIGNATURE:**

To the best of my knowledge and belief, information in this proposal is true and correct and the proposal has been duly authorized by the local governing body.

Name: Joseph N. Morgan

Title: Executive Director, Virginia’s First  
Regional Industrial Facility Authority

Signature: 

Date: July 25, 2011

# Building Collaborative Communities Virginia's First Program Project Plan

## I. Region Overview

### a. Provide a description of the region.

VA1st Authority serves the Roanoke & New River Valleys, along the I-81 Corridor, including the northern Mt. Rogers, New River Valley and southern Roanoke Valley – Alleghany Highlands Planning District/Regional Commissions.

### b. Which localities are included?

Bland, Craig, Giles, Montgomery, Roanoke, & Pulaski counties; Radford & Roanoke cities; and Christiansburg, Dublin, Pearisburg & Pulaski towns.

### c. Which locality is classified as Distressed?

Roanoke City, Radford City, and Pulaski County

## II. Region Selection

### a. How was this region identified?

Numerous cooperative efforts among the region's local government, business and civic entities have extended across the traditional political, planning and MSA boundaries of the region. Over the past two decades it has become evident the greater region covers both the Roanoke and the Blacksburg/Christiansburg/Radford MSAs, and extends beyond those more urban areas.

### b. What steps were taken to define this region?

In the 1990's a broad regional visioning process was conducted under the auspices of the New Century Council. One outcome of the visioning was passage of the Regional Industrial Facilities Act (Code of Virginia, Title 15.2, Chapter 64), introduced by then Senator Bo Trumbo and Delegate Tommy Baker. VA1st was the first authority established under the act and was viewed as a major collaborative, revenue-sharing initiative for the Commonwealth's local governments. The region was further designated as Virginia's Technology Corridor.

### c. How is this a logically defined region? (i.e. common industrial/business clusters, similar assets, cultural similarities, etc...)

Transportation, higher education and commercial infrastructure define the region. Underlain by the historic Valley Road, railroads traversing the valleys of Virginia and extending down the New, Kanawha & Ohio rivers to the American heartland were established through the region in the nineteenth century. That backbone was overlaid by Interstate Highways 81 & 77, as well as arterial routes 460 & 100. Commercial passenger, freight and general aviation is served by Roanoke Regional, Virginia Tech, New River and Mountain Empire airports. This transportation infrastructure is now enhanced by an international port of entry, Foreign Trade Zone and US

Customs Office, to be further diversified by the proposed Norfolk Southern Heartland Corridor intermodal facility centered in the region. The region hosts America's largest heavy truck manufacturing plant and more than 65 original transportation equipment manufacturers and their suppliers. The Transportation Manufacturing sector is an important economic driver within the area, providing jobs and a strong cluster of businesses.

Over 40,000 college students attend the regions' many universities, including: Virginia Tech, Radford University, Hollins University, Roanoke College, and New River Valley, Wytheville & Virginia Western community colleges.

Commerce centered on the manufacturing, hospitality, publishing, finance and broadcasting further define the region.

### **III. Describe the common / shared assets and traits.**

Appreciation for mountain heritage & culture; strong ties to higher education, challenges of transition away from dependence on manufacturing employment are all shared characteristics of the VA1st region.

## **IV. Historic Economic Development**

### **a. What were the historic or original economic engines of the region?**

Agriculture, Natural Resource Extraction, Transportation, Manufacturing:

- **Agriculture** – Early settlers practiced subsistence farming, which evolved primarily into animal husbandry, with emphasis on dairy and beef cattle farms, due to the grasslands being the most favorable crop.
- **Natural Resource Extraction** – Timber and minerals extraction and processing evolved, particularly during the late 19<sup>th</sup> and early 20<sup>th</sup> century in response to American industrialization.
- **Transportation** – As noted above, the Valley Road has been paralleled by railroads and interstate highways, creating a transportation corridor between the Blue Ridge and Allegheny mountain ridges.
- **Manufacturing** – Early manufacturing processed extracted natural resources, particularly iron, lead and zinc ores, as well as lumber crafted into furniture. In the early 20th century textile manufacturing migrated south to the area from the industrialized northern United States. During World War II the Radford Arsenal became the major manufacturer in the region and was later joined by such large heavy manufacturing complexes as Celanese in Giles County, General Electric in Salem, Roanoke Electric Steel and Radford's foundries.

### **b. What are the primary economic drivers of the region now?**

Transportation, Higher Education, Heavy Manufacturing and Hospitality:

- **Transportation** – Since the 1970’s the region has hosted major heavy truck manufacturing, both in the primary New River Valley Truck Plant assembly and in automotive parts suppliers. The combined rail and interstate highway corridors yield significant management and service employment, which is expected to increase with distribution opportunities offered by the rail intermodal terminal and Virginia TradePort (See [www.vatradeport.com](http://www.vatradeport.com) ).
- **Higher Education** – Led by Virginia Tech, the region’s universities and colleges employ thousands and make up Virginia’s largest regional concentration of higher education enrollment.
- **Heavy Manufacturing** – The region continues to host Celanese, the Radford Arsenal and General Electric, and has added James Hardie (concrete siding), Roanoke Concrete and numerous small advance manufacturers.
- **Hospitality** – The I-81 and I-77 corridors create a major flow of commercial and tourist traffic through the region. The area’s natural beauty is also an attraction, allowing it to host resort and recreational facilities, including the Blue Ridge Parkway, America’s largest council owned Boy Scout reservation, motorsports racing, national forests, two Virginia state parks and scenic rivers. Significant employment is provided by restaurant, lodging, recreation and entertainment businesses.

## V. Economic Climate

### a. This program seeks to improve the economic well-being and future of declining and distressed regions—discuss the need for assistance.

Even with the growth of higher education, the loss of heavy manufacturing and transportation/finance headquarters related jobs has left the region with increasing pockets of unemployment and underemployment.

### b. Describe the overall economic health of the region?

There are two MSAs in the proposed region: Roanoke and Blacksburg-Christiansburg-Radford. These areas provide greater opportunities for employment and affluence within the region, but both are lacking when compared to the state. The more rural localities rely heavily on manufacturing. The distressed communities identified in the region are the cities of Roanoke and Radford and the counties of Pulaski and Wythe. Following is a table outlining each distressed locality and their rate of unemployment and per capita income.

Locality	Unemployment	Per Capita Income
City of Roanoke	8.8%	\$22,883
City of Radford	9.4%	\$15,459
Pulaski County	9.3%	\$20,677
Wythe County	9.6%	\$20,074
Virginia	6.9%	\$31,606

It is obvious from this data that these distressed communities, as well as the surrounding jurisdictions, are lagging behind in unemployment and per capita income.

**c. What indicators illustrate and quantify the region's need? Are there severe conditions that have inhibited growth?**

As shown from the table above, unemployment in the region is 2% higher than the rest of the Commonwealth of Virginia while per capita income is \$10,000 less. Approximately 10% of the population in this region lacks basic prose and literacy skills. In some of the rural areas, less than 25% of students are even graduating from high school. The combination of low income, illiteracy, and low educational attainment demonstrates the region's need for support.

The area has significant workforce limitations due to decline of unskilled or heavy labor jobs, along with the accompanying lack of hiring of workers with chronic substance abuse by the majority of employers. Also, the region is isolated by sheer distance from many of the stronger economic areas of the state, i.e. Richmond, Hampton Roads, and northern Virginia.

**d. Are there events which can be cited as contributing to the decline?**

Decline of traditional textiles and furniture industries due to offshoring of jobs, and consolidation of corporate headquarters for financial and transportation industries in cities outside of Virginia.

## **VI. Region Workforce**

**a. Describe the quality and availability of the region's workforce.**

The area workforce has high concentrations of recent college graduates and unemployed/underemployed skilled manufacturing workers.

**b. Is there adequate training in place?**

Yes, except for the chronic unemployable. The NRV-Mt. Rogers Workforce Investment Board and its Roanoke Valley counterpart, in collaboration with the regions three community colleges, are the gateway to workforce training.

**c. Are existing businesses/industries satisfied with the workforce competencies?**

Not entirely, due to the widespread presence of substance abuse in much of the unemployed workforce and difficulty matching existing competencies to needed skill sets.

**d. Does the workforce rate favorably compared to other regions?**

Yes, due to overwhelming presence of recent college graduates and depth of heavy industry workers.

**e. Are there actions that should be undertaken to improve the quality of the workforce?**

Actions needed include a skills gap analysis to determine the skills readiness of the existing workforce versus businesses'/industries' needs, as well as retraining and substance abuse counseling.

## VII. Impediments

### **a. Discuss obstacles and impediments that have hampered the development of this region.**

The region is fragmented by political boundaries of both local governments and planning districts, which are not congruent with the shared transportation, higher education and commercial infrastructure assets of the region.

### **b. Have there been previous efforts, and if so, what resulted?**

While there are numerous collaborations among the region's local governments and regional entities, VA1st is the sole entity that has attempted to unite the region in a tax revenue sharing Authority. VA1st has invested \$12 million in acquiring the NRV Commerce Park acreage and infrastructure improvements for the site. The Commerce Park has yet to attract a new or expanding industry to the site. The Virginia TradePort is also unique in bringing a Port of Entry, Foreign Trade Zone and US Customs Office to the broad region centered at the NRV Airport / Commerce Park.

Strategic planning, for which assistance is requested in this application, will identify the impediments to the Commerce Park initiative that can be resolved. It is generally accepted that the Commerce Park site was a good choice for a large green-field site, based on 1990's economic development standards and practices. However, it is now also generally recognized that the site did not have the infrastructure in place that is commonly desired by industries seeking locations today. Deficiencies on site included lack of 1 million gallons of water and sewer capacity, natural gas extended to the site, electric transmission extended to the site with a major substation with redundant feeds, alternative energy sources available, and taxiway access to the NRV Airport. The topography of the site is typical of southwest Virginia, but challenging compared to less hilly terrain. The forty-acre graded pad on the site is sizeable, but small given the 600-plus developable acres of the site. The topography lends itself to smaller building footprints of 25 to 100 acres, rather than massive pads of multiple hundred acres. The site lacks a shell building, although a Virginia Virtual Shell Building of up to 761,000 square feet has been designed for the site. The Commerce Park has not launched a significant direct marketing campaign, rather relied on the ongoing marketing of the three I-81 corridor regional economic development marketing entities that also represent all industrial sites in the greater region.

The Commerce Park 2010 update and the NRV Alliance brochure for the Commerce Park, which are included in the appendix of this application, demonstrate that the efforts to date have not brought a new regional employer to the site. They also show that the significant investment in the site requires revitalization if additional resources are to be committed.

## VIII. Readiness

### a. Discuss why this is an appropriate time to undertake this project?

A major one million gallon per day water and sewer capacity expansion is now being installed at the NRV Commerce Park, the NRV Airport runway has recently completed a multi-million dollar runway pavement upgrade, the NRRA methane gas resource has been assigned to an entity willing to explore the most productive use through a public private partnership, and feasibility and routing for rail and electric transmission line extensions to the NRV Commerce Park are being upgraded by Appalachian Power and Norfolk Southern. Strategic planning consultants for the NRV Commerce Park have been procured. Norfolk Southern plans to locate a new intermodal rail / truck terminal along the Heartland Corridor in Montgomery County, in the center of the VA1st region. Virginia Tech Corporate Research Center's planned expansion will yield increased opportunities for application of research based production to new advanced manufacturing enterprises in the VA1st region. The NRV Commerce Park is located in an active Virginia Enterprise Zone. The NRV Wireless Authority, supported by Citizens Telephone, is implementing a multi-million dollar broadband extension to serve the VA1st region with new fiber optic infrastructure upgrade at the NRV Commerce Park. Ingenco Distributed Energy, a major landfill gas to energy company located in Richmond, Virginia, acquired gas rights this year from the New River Resource Authority regional landfill within four miles of the Commerce Park, offering an opportunity for public / private partnership of an entrepreneurial nature to add to the energy resources available.

### b. Briefly discuss your readiness to implement the project.

VA1st member governments are eager for an effective use of the \$12 million investment at the NRV Commerce Park and the \$412,000 budgeted annual owner government support of the project. The administrative support for the project is flexibly structured for long term modification to meet a revitalized mission. The project owners are committed to effective strategic planning for best use of the major NRV Commerce Park assets that have yet to yield income for revenue sharing across the region. VA1st is structured to accept and encourage private entrepreneurial investment. The move to flexible size parcels in the Commerce Park allows both small and large enterprises to locate through public / private partnerships.

### c. Identify any major remaining issues that could have a negative effect moving forward.

Without pragmatic strategic planning based on proven demand for new and expanding business siting, the VA1st member governments may overlook needed additional investment, site amenities, and strategic positioning in the marketplace to achieve effective use of the NRV Commerce Park or its successor. Such strategic planning will cover how best private investment of an entrepreneurial nature can collaborate with member governments for employment and tax base increases.



## IX. Stakeholder Involvement

**a. Provide a list of the key members of your project team, to include for each: Name, Title, Organization, Sector Represented, Qualifications.**

<b>Name</b>	<b>Title</b>	<b>Organization</b>	<b>Sector Represented</b>	<b>Qualifications</b>
Jack Lewis	President	New River Community College	Higher Education	Insight into workforce qualifications and barriers
Ken Anderson	Chairman	New River Valley Economic Development Alliance	Business	Longtime economic development volunteer leader and founder of Anderson and Associates, consulting engineers
Beth Doughty	Executive Director	Roanoke Region of Virginia	I-81 Corridor Economic Development Marketing	Longtime economic development marketing professional
Brian Townsend	Assistant City Manager	City of Roanoke	Inter-city government	Longtime community development professional
Mary Biggs	Chair	Virginia's First Regional Industrial Facility Authority	County government	Longtime member Montgomery County Board of Supervisors
Basil Edwards	Chair	NRV Commerce Park Participation Committee	Small city government management and community development	Longtime member of Radford city management team, with responsibility for community development
Peter Huber	County Administrator	Pulaski County	Mid-size county administration	Host county administrator and long time regional economic development participant
Aric Bopp	Executive Director	New River Valley Economic Development Alliance	Virginia Trade Port, Foreign Trade Zone and Port of Entry	Primary economic development marketing contact for New River Valley
Shawn Utt	Community Development Director	Pulaski County	Enterprise Zone	Host site community development supervision



<b>Name</b>	<b>Title</b>	<b>Organization</b>	<b>Sector Represented</b>	<b>Qualifications</b>
Keith Holt	Manager	NRV Airport	Transportation	Regional airport manager and former NRV Commerce Park lead staff member
Joe Levine	Executive Director	New River Resource Authority	Solid waste management and waste to energy	Manager of regional landfill and developer of waste to energy resource
Dan Motley	Industrial Development Manager	Norfolk Southern Corp.	Railroad	Longtime railroad economic developer and SEDC representative
David Bennett	Customer Service Manager	American Electric Power	Electric Utility	Key contact on electric availability for NRV Commerce Park
Eric Brakins	Regional Manager	Atmos Energy	Natural Gas Utility	Key contact on natural gas availability for NRV Commerce Park
Chris McKlarney	County Administrator	Giles County	Smaller county administration and economic development	Lead proponent for regional approach to economic development and revenue sharing
Jill Loope	Assistant Economic Development Director	Roanoke County	Large county economic development	Longtime economic developer serving numerous VA1st member governments
Ronnie Martin	Executive Director	New River – Mt. Rogers Workforce Investment Board	Workforce development	Longtime WIB director for host region, with understanding of workforce strengths and weaknesses
Bob Leak	President	Leak – Goforth, LLC	Strategic Planning	Former head of North and South Carolina state economic development departments and veteran site location consultant
Kevin Byrd	Executive Director	NRVPDC	Regional planning and broadband wireless extension	Lead staff for NTIA funded expansion of regional broadband infrastructure

Name	Title	Organization	Sector Represented	Qualifications
Brad Mecham	Economic Development Planner	NRVPDC	Planning	Lead economic development planner for NRV Commerce Park host region
Christy Straight	Regional Planner	NRVPDC	Planning	Key staff for VA1st administration
Joe Morgan	Executive Director	Virginia's First Regional Industrial Facility Authority	Regional economic development revenue sharing	Retired county administrator with 27 years service to 5 Virginia counties

**b. Strong representation from a broad-based, diverse stakeholder group is essential...Have you secured the support and commitments from the key, necessary partners, and are these stakeholders representative of the targeted communities?**

All VA1st member government representatives, meeting at the July 13, 2011 VA1st Annual Meeting, unanimously voted to endorse the application and utilize VA1st existing financial resources to match the grant application. Other key transportation, utility, workforce development, economic development and workforce development stakeholders have endorsed and offered resources for the project, as noted in the table above and attached letters of endorsement.

**c. Are there any communities or stakeholder groups that have not agreed to participate?**

Wythe County is a member of VA1st Authority, but does not participate in the NRV Commerce Park. At the time this application was prepared, Wythe County had not determined whether it would be a part of a Building Collaborative Communities proposal; however, should Wythe County not endorse another project, it will endorse this application. Wythe County is a beneficiary of Virginia's TradePort.

**X. Organization Structure**

**a. Provide background for the lead applicant?**

VFRIFA was organized in 1998, as the first Authority created under Chapter 64 of Title 15.2 of the Code of Virginia, the Regional Industrial Facilities Act.

**b. Is this is a previously formed entity? If yes, briefly describe the history, accomplishments, staff, mission, and any other relevant organizational information.**

VFRIFA was formed in 1998 by 15 local governments to do together what cannot be done individually. Its organizational concept allows any member governments to create participation

committee for cooperative projects, with tax revenues generated by the projects to be shared. The Authority has considered several regional projects, but the only facility established is the NRV Commerce Park. The Commerce Park has eleven member governments, investment of \$12 million, acquisition of 1,000 acres adjacent to the NRV Regional Airport, accompanying Foreign Trade Zone, Enterprise Zone and US Customs Office. Staff to the Authority is provided by the NRVPDC and retired Virginia county administrator Joe Morgan.

**c. Was the organization's membership a limiting factor in determining the localities that are participating, or was this expanded to include new localities / areas?**

VFRIFA is readily expandable within the 3,4 & 5th PDC's.

**d. If this is a new entity, was this formed for purposes of this program? If so, describe how this entity is envisioned to operate and support implementation of this program.**

VFRIFA is structured to easily expand membership of its principal effort, the NRV Commerce Park, as well as readily create new project oriented entities.

**e. Who will serve as the project administrator?**

The project will be administered for VA1st through its memorandum of understanding with the New River Planning District Commission for support services.

## **XI. Outputs and Outcomes**

**a. What do you hope to accomplish by participating in this program?**

Revitalization and expansion of investment in the NRV Commerce Park, with emphasis on providing: a base campus for Virginia's Trade Port; a re-branded marketing initiative; an energy plan; and workforce enhancement through collaboration with the Virginia's TradePort initiative.

**b. What are your goals?**

- Strategic planning for viable TradePort Base Campus economic development
- Implementation structure for an energy upgrade plan to the NRV TradePort Base Campus
- Identification and recognition of methane gas to energy assets available to the NRV TradePort Base Campus
- Evaluation of the NRV Commerce Park current strengths and weaknesses to address weaknesses through joint action of current and future participants
- Alignment of economic prospect targeting with the labor market and transportation network of the TradePort Base Campus, on intrastate, interstate and international levels

- Consideration of multi-faceted and regional marketing efforts, quality business site availability, workforce development needs, support for small business and entrepreneurship and the availability of incentives for the TradePort Base Campus
- Promotion of further revenue sharing among member regional local government entities to encourage joint regional development of infrastructure, sites and facilities, with resulting increased revenues shared across political boundaries by the evolution of the NRV Commerce Park into the TradePort Base Campus
- Support for and new regional marketing initiative that will focus on the TradePort Base Campus, within, but not supplanting, the I-81 Corridor regional marketing initiative
- Focus on both long term strategies and shorter term action steps with benchmarks for progress for the TradePort Base Campus
- Provision of structural recommendations to the participating local governmental entities and the Commonwealth for incentives that address economic development needs and issues on a regional, rather than a local, basis for the evolution of the NRV Commerce Park to the TradePort Base Campus
- Development of a process to evaluate and measure the impact of the Building Collaborative Communities assistance to the establishment of the Trade Port Base Campus

### **c. How will you define success?**

- Completion of strategic planning for a viable TradePort Base Campus economic development plan for the region
- Documentation of implementation structure for energy upgrade plan to the NRV TradePort Base Campus
- Documentation of methane gas to energy assets available to the NRV TradePort Base Campus
- Documentation of the NRV Commerce Park current strengths and weaknesses to address weaknesses through joint action of current and future participants
- Completion of first round of economic prospect targeted marketing on intrastate, interstate and international levels, featuring the labor market and transportation network of the TradePort Base Campus
- Selection of multifaceted and regional marketing efforts, quality business site availability, workforce development needs, support for small business and entrepreneurship, and the availability of incentives for the TradePort Base Campus
- Structuring further revenue sharing among member local government entities to encourage joint regional development of infrastructure, sites and facilities with resulting increased revenues shared across political boundaries by the evolution of the NRV Commerce Park into the TradePort Base Campus

- Completion of new regional marketing initiative that will focus on the TradePort Base Campus, within, but not supplanting, the I-81 Corridor regional marketing initiative
- Documentation of both long term strategies and shorter term action steps with benchmarks for progress for the TradePort Base Campus
- Documentation of structural recommendations to the participating local governmental entities and the Commonwealth for incentives that address economic development needs and issues on a regional, rather than a local, basis for the evolution of the NRV Commerce Park to the TradePort Base Campus
- Documentation of a process to evaluate and measure the impact of the Building Collaborative Communities assistance to the establishment of the Trade Port Base Campus

**d. What are your benchmarks and what metrics can be utilized to quantify success?**

- Presentation and acceptance by the Commerce Park Participation Committee of a comprehensive strategic plan document, verified by two major economic development consulting professional entities, including inventory of current strengths and weaknesses, along with needed joint action of current and future participants to address identified weaknesses, for:
  - a viable TradePort Base Campus economic development plan for the region
  - an energy upgrade plan for the NRV Commerce Park / NRV TradePort Base Campus, including methane gas to energy assets available
  - an assessment of workforce deficiencies
  - a structure for further revenue sharing among participating local government entities to encourage sharing of infrastructure, sites and facilities and the sharing of resulting increased revenues across political boundaries by the evolution of the NRV Commerce Park into the TradePort Base Campus
  - an inventory of structural recommendations to the participating local governmental entities and the Commonwealth for incentives that address economic development needs and issues on a regional, rather than a local, basis for the evolution of the NRV Commerce Park to the TradePort Base Campus
- Presentation and acceptance by the Commerce Park Participation Committee of a marketing initiative that includes:
  - multifaceted and regional marketing efforts
  - quality business site availability
  - workforce development needs
  - consideration for small business and entrepreneurship; and
  - the availability of incentives
- Plus completion of first round of economic prospect targeted marketing.
- Acceptance of a new regional marketing focus on the TradePort Base Campus, within, but not supplanting, the I-81 Corridor regional marketing initiative

**e. What type of assistance do you need (i.e. strategic planning, partnership building, organization development, development of a unified vision, etc...)?**

- Funding of planning: – \$65,000 estimated
  - strategic planning for a viable TradePort Base Campus economic development plan for the region
  - funding of strategic planning to address NRV Commerce Park current weaknesses through joint action of current and future participants
  - consultation on further revenue sharing among member local government entities to encourage joint regional development of infrastructure, sites and facilities and the sharing of resulting increased revenues across political boundaries by the evolution of the NRV Commerce Park into the TradePort Base Campus
  - consultation on both long term strategies and shorter term action steps with benchmarks for progress for the TradePort Base Campus
  - consultation on structural recommendations to the participating local governmental entities and the Commonwealth for incentives that address economic development needs and issues on a regional, rather than a local, basis for the evolution of the NRV Commerce Park to the TradePort Base Campus
  - consultation on a process to evaluate and measure the impact of the Building Collaborative Communities assistance to the establishment of the Trade Port Base Campus
- Funding of energy plan - \$15,000 estimated
  - feasibility analysis for energy upgrade plan to the NRV TradePort Base Campus
  - inventory of methane gas to energy assets available to the NRV TradePort Base Campus
- Funding of marketing - \$30,000 estimated
  - first round of economic prospect targeted marketing on intrastate, interstate and international levels, featuring the labor market and transportation network of the TradePort Base Campus
  - consultation on selection of multifaceted and regional marketing efforts, quality business site availability, workforce development needs, support for small business and entrepreneurship, and the availability of incentives for the TradePort Base Campus
  - funding of new regional marketing initiative that will focus on the TradePort Base Campus within, but not supplanting, the I-81 Corridor regional marketing initiative

**f. How will this program achieve stable, long-term sustainability past the initial funding period?**

By effective utilization of the current \$412,000 annual investment of Commerce Park owner governments and leverage of other investors through value added by the establishment of the TradePort Base Campus.

**g. What will happen to efforts and activities initiated through this program once funds have been expended?**

VFRIFA will assure the program is sustained, as it manages the TradePort Base Campus asset for current and new investors, both public and private.

**Matching Funds**

**List the amount and sources of all matching funds.**

Norfolk Southern - \$10,000 in-kind

VFRIFA - \$45,000 cash & \$5,000 in-kind

**Maps**

**Provide a map of the proposed region that clearly delineates the overall regional boundary and boundaries for all participating localities.**

A map of the region is shown in Appendix A.

**Letters of Support / Commitment**

**Provide letters of support and commitment to participate for all partner organizations.**

Letters of support are provided in Appendix B.

**Leverage Documentation**

**Provide clear evidence that funds in the amount of at least 50 percent of requested funds are available. Keep in mind this includes a local minimum cash match requirement of at least 25 percent. The balance of matching funds may include sources such as State, local, and private resources. Documentable in-kind matching funds may be acceptable.**

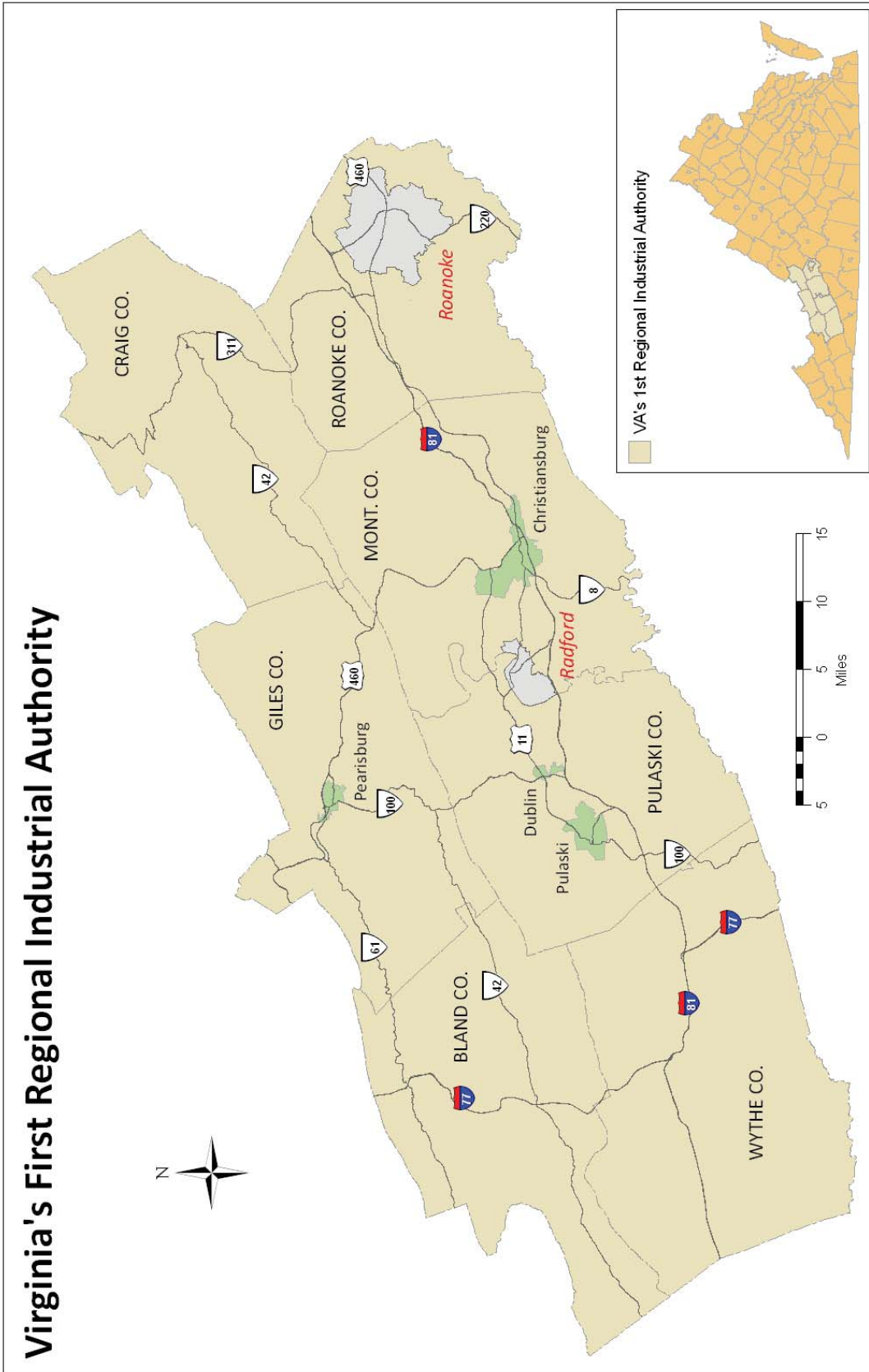
While the NRV Commerce Park has significant land acquisition and infrastructure financing debt that will require much of its future annual pledged contributions from its member governments, the current accumulated funds of the Commerce Park are sufficient to fund the \$45,000 cash match committed in this grant application. The \$5,000 in-kind match is calculated based on using twenty percent of the time allocated under the Memorandum of Understanding (MOU) with the New River Planning District staff for VA1st administrative support. Time and expenses under the MOU can only be for actual time and resources utilized so only that actual expense incurred will be sought for reimbursement from the grant proceeds. The \$5,000 in-kind match was calculated at \$500 per month for the ten-month anticipated time period for the project.

**Additional, relevant documents are provided in Appendix C.**

# Appendix A



# Virginia's First Regional Industrial Authority





## 2011 New River Valley Commerce Park Participation Committee Update

The New River Valley Commerce Park is a 1,000 acre industrial facility located in Pulaski County north of Dublin, Virginia, approximately 3.6 miles from Interstate 81. The facility is owned by 11 participating jurisdictions structured under Virginia's First Regional Industrial Facility Authority (VFRIFA). The goal the Commerce Park is to "do together what we can not do alone" for the region.

### Bland County

\*Lace (Nick) Asbury  
Henry Blessing

### Craig County

\*Jay Polen

### Giles County

\*Chris McKlarney  
Richard McCoy

### Montgomery County

\*Craig Meadows  
Brian T. Hamilton

### Pulaski County

\*Peter M. Huber  
Shawn Utt

### Roanoke County

\*Doug Chittum  
Jill Loope

### City of Radford

Tim Cox  
\*Basil Edwards

### City of Roanoke

\*Brian Townsend  
Bill Bestpitch

### Town of Dublin

William H. Parker  
\*Doug Irvin

### Town of Pearisburg

\*Kenneth F. Vittum  
Brad Jones

### Town of Pulaski

\*Morgan Welker  
John Hawley

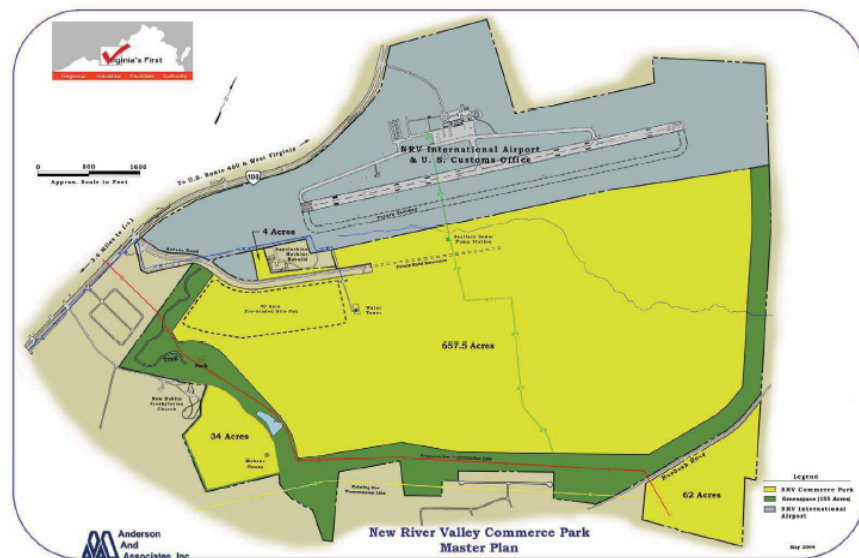
\* denotes primary member of the Participation Committee

### Executive Committee:

Basil Edwards, Chair  
City of Radford  
Chris McKlarney, Vice-Chair  
Giles County  
Shawn Utt, Secretary-Treasurer  
Pulaski County  
Jay Polen  
Craig County  
Brian Hamilton  
Montgomery County

### NRV Commerce Park Assets and Accomplishments

- ✓ New River Valley Airport, with full time Customs Office and Port of Entry
- ✓ Designated US Foreign Trade Zone (FTZ) and Virginia Enterprise Zone
- ✓ Acquisition of roughly 1,000 acres of land originally envisioned for Park
- ✓ Graded 2-acre & 40-acre pads
- ✓ One mile long industrial access road constructed
- ✓ Flexible zoning with 2 – 75 acre lot sizes
- ✓ Completion of necessary engineering and reporting, including geotechnical and environmental assessment
- ✓ Virtual building, 370,000 square feet, expandable to 761,000 square feet
- ✓ Ongoing marketing and prospect visits through NRV Economic Development Alliance
- ✓ On-site water and sewer available, with 1 million gallons per (MGD) day water & sewer capacity expansion under construction for 2012, with 6 MGD planned as needed
- ✓ NRV Wireless Authority & Citizens Telephone to serve site with broadband through Federal Stimulus funding
- ✓ 138kV electric transmission line extension designed and available in 18 to 24 months
- ✓ Rail extension feasible for major industrial facility
- ✓ Perpetual sharing of machinery & tools taxes with member governments
- ✓ Sharing real estate & personal property taxes fully for 7 years and partially for 8 more years



### 2009 Updated Business Plan

- ✓ Maximize amount of land that is "ready to build"
- ✓ Develop a market-based industry focus
- ✓ Market flexible sites without competing with other facilities in the region
- ✓ Maximize tax revenue sharing
- ✓ Use first 7 years of property taxes for potential incentives
- ✓ Market surplus property to assist with water and sewer expansion cost
- ✓ Require NO ADDITIONAL FUNDING by localities



## Virginia's First Regional Industrial Facility Authority

6580 Valley Center Drive, Suite 124

Radford, VA 24141

Phone (540) 639-1524 FAX (540) 831-6093

[www.nrvpdc.org/vafirst.html](http://www.nrvpdc.org/vafirst.html)

### Bland County

Lace M. (Nick) Asbury, IV  
Henry M. Blessing

### Craig County

Jay Polen

### Giles County

Chris McKlarney  
Richard McCoy

### Montgomery County

Mary W. Biggs  
*Chair*  
Craig Meadows

### Pulaski County

Peter M. Huber  
Shawn Utt

### Roanoke County

Charlotte Moore  
Douglas Chittum  
*Executive Committee*

### Wythe County

Bucky Sharitz  
Martha P. Umberger

### City of Radford

Tim Cox  
Basil Edwards

### City of Roanoke

Brian Townsend  
Bill Bestpitch

### Town of Christiansburg

Randy Wingfield  
Barry D. Helms,  
*Secretary Treasurer*

### Town of Dublin

Doug Irvin  
William H. Parker

### Town of Pearisburg

Kenneth F. Vittum  
*Vice - Chair*  
Brad Jones

### Town of Pulaski

Morgan Welker  
John Hawley,  
*Executive Committee*

## ANNUAL REPORT FOR FISCAL YEAR 2010-2011

This Annual Report for the fiscal year ending June 30, 2011 (FY11) is submitted to the Virginia's First Regional Industrial Facility Authority (VA's 1<sup>st</sup>) member local governments pursuant to Section 15.2-6403E, 1950 Code of Virginia, as amended.

VA's 1<sup>st</sup> leadership continued through the following members of the Executive Committee: Mary Biggs of Montgomery County, Chair; Ken Vittum of Pearisburg, Vice-Chair; Barry Helms of Christiansburg, Secretary/Treasurer; Doug Chittum of Roanoke County; and John Hawley of Pulaski Town. Decisions on VA1st matters between semi-annual meetings of the Board of Directors were delegated to the Executive Committee, including advice to the Executive Director and approval of budgeted expenditures. Administration for the Authority moved to a not to exceed cost memorandum of understanding with the New River Valley Planning District, with Joe Morgan as a consulting executive director for the Authority. The Program of Work adopted in April 2009 continued to guide the VA's 1<sup>st</sup> focus through FY11. Two VA1st charter members, the City of Salem and Town of Narrows, withdrew from Authority membership as allowed by Section 15.2-6415, 1950 Code of Virginia. The VA1st Board distributed \$600,000 of accumulated funds excess to its members.

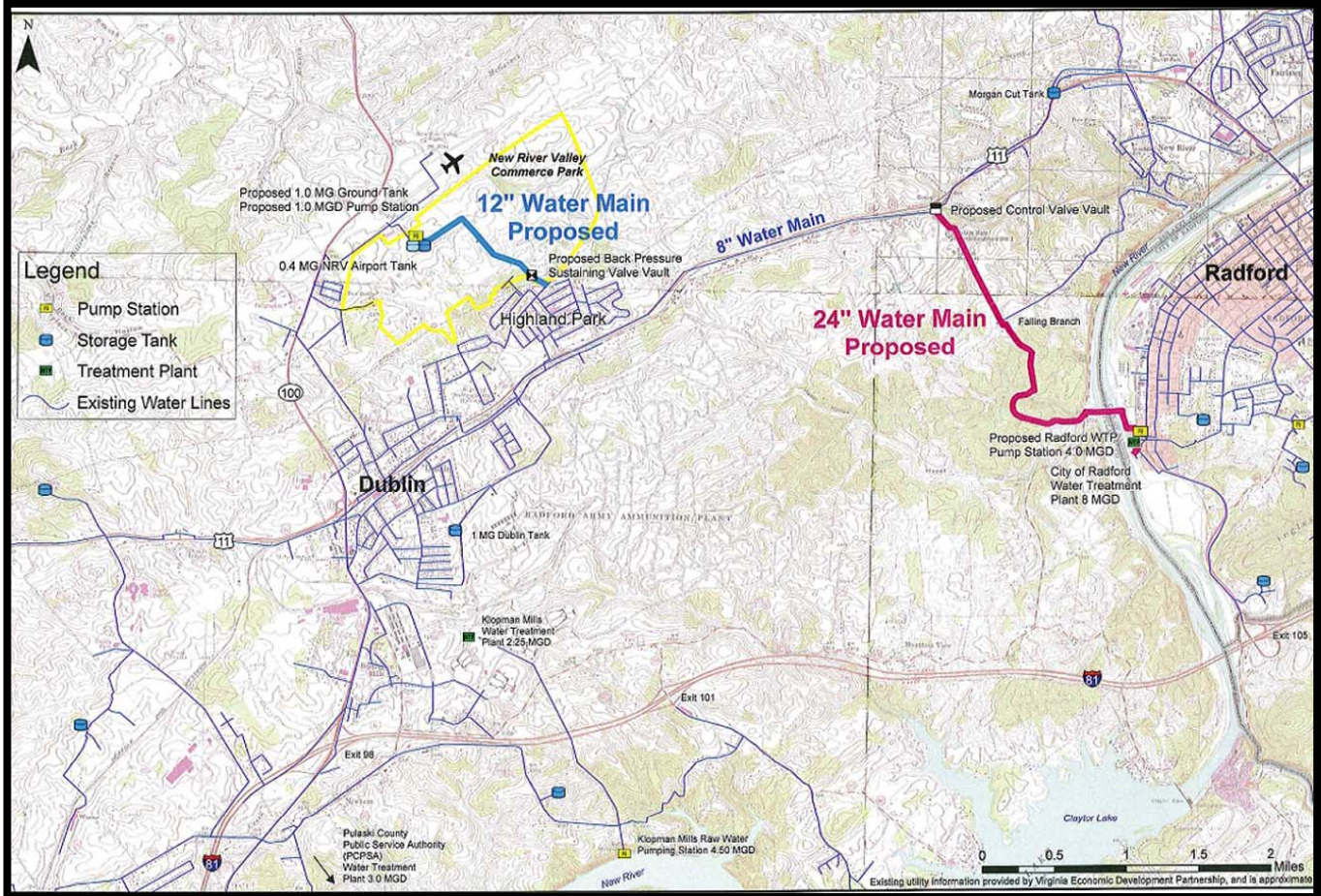
The New River Valley Commerce Park is VA's 1<sup>st</sup> primary project. Construction is underway of facilities to expand water and sewer capacity available at the Park to one million gallons per day by 2012. The expansion is funded by an US Department of Commerce Economic Development Administration matching grant of over \$3 million and a US Department of Agriculture loan that with payments of \$55,000 per year. A debt reserve fund for the USDA loan was established with \$256,365 of the funds the Authority declared excess, as invested by eight Commerce Park members in return for 6,409 shares of Commerce Park equity. The Commerce Park continues to seek more flexibility from USDA in making surplus and industrial sites available for sale or lease. The Commerce Park continued to be led in FY 11 by an Executive Committee of: Basil Edwards of Radford, Chair; Chris McKlarney of Giles County, Vice-Chair; Shawn Utt of Pulaski County, Secretary/Treasurer; Brian Hamilton of Montgomery County; and Jay Polen of Craig County. The Park continued to be marketed through the NRV Economic Development Alliance. The Alliance Prospect Committee introduced prospects to the Park in FY 11, none which have matured to serious candidates. Leak, Goforth, LLC, in cooperation with Bruce Facility Planning Consultants were engaged to update strategic planning to guide the next decade of the Commerce Park development.

Commerce Park ownership percentages are:

Bland County – 1.81%	City of Radford 5.84%
Craig County 1.36%	City of Roanoke – 6.83%
Giles County – 13.62%	Town of Dublin – 1.33%
Montgomery County – 12.98%	Town of Pearisburg – 1.81%
Pulaski County - 42.53%	Town of Pulaski – 5.09
Roanoke County – 6.80%	



# 1 Million Gallon Per Day Water & Sewer Expansion Fact Sheet



## Project Costs

Contracts Awarded	\$ 5,796,085
5% Contingency	\$ 289,804
Other Costs	\$ 919,587
<b>Total</b>	<b>\$ 7,005,476</b>

## Project Revenue

U.S. Department of Commerce Economic Development Administration (EDA) Grant	\$ 3,003,401
U. S. Department of Agriculture Rural Development (RD) Loan	\$ 3,812,000
Pulaski County Public Service Authority (PSA)	\$ 190,075
<b>Total</b>	<b>\$ 7,005,476</b>

## Annual Debt Service

Commerce Park Land Acquisition & Initial Development	\$356,000
1 Million Gallon per Day Water & Sewer Expansion	\$55,000
<b>Total</b>	<b>\$411,000</b>

## Major Components

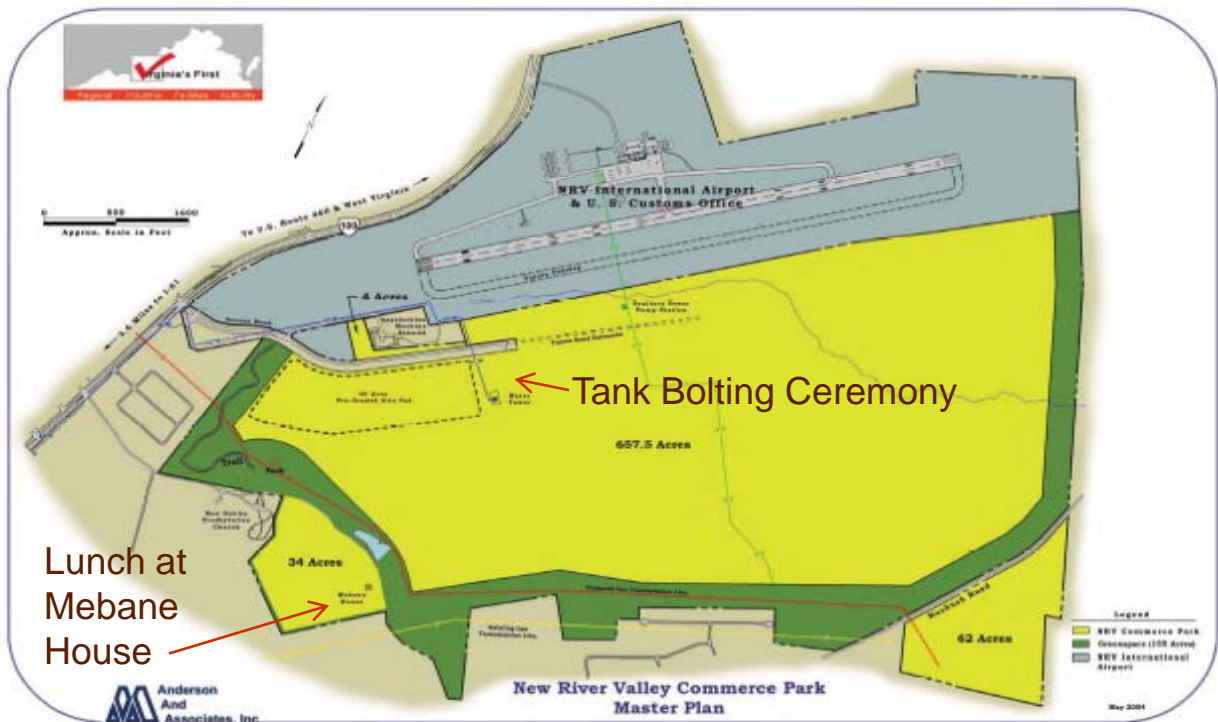
- 24" Water Line Between Radford & Route 11 with New River Crossing
- 12" Water Line Between Route 11 & Commerce Park
- 1 Million Gallon Ground Storage Tank On-Site
- Water Pump Stations & Control Vault
- On-site Water and Sewer Mains
- Sewer Force-main Connection to Highland Park Subdivision

## Previous Commerce Park Investment - 2000-2010

- Grants - \$2,535,070
- Loans - \$5,760,331
- Total** \$8,295,401

## Annual Investment All Members

- \$412,000



## Acknowledgments

- Virginia and National Legislators
- 11 Member Government Owners
- US DOC Economic Development Administration
- USDA Rural Development
- Pulaski County Public Service Authority
- Radford Water Treatment Plant
- NRV Planning District
- NRV Economic Development Alliance
- Anderson & Associates
- Draper Aden Associates
- Schnabel Engineering
- Boggs Municipal Services
- Prillaman & Pace
- AJ Conner
- DLB, Inc.
- Thomas Brothers
- Mid Atlantic Storage Systems
- FL Showalter